

Electricity Sales Committee of the NC General Assembly

Third Party Sales

Brian Lips

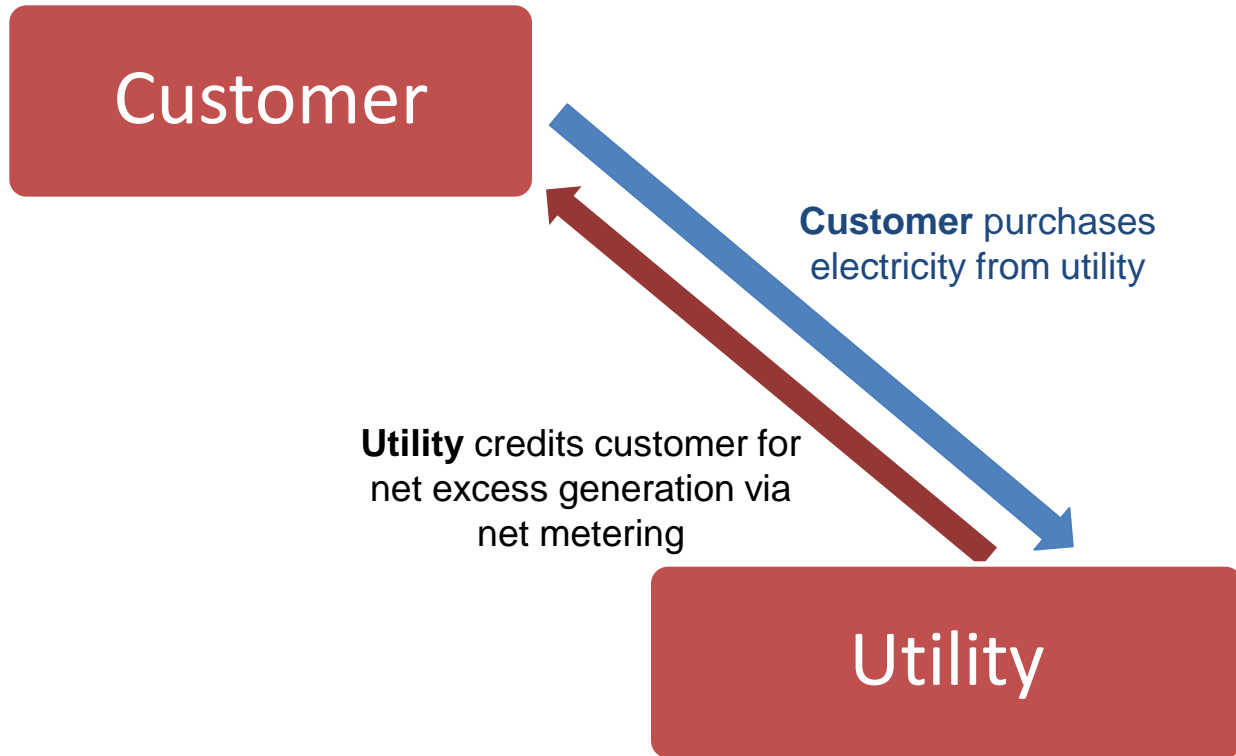
Senior Policy Analyst

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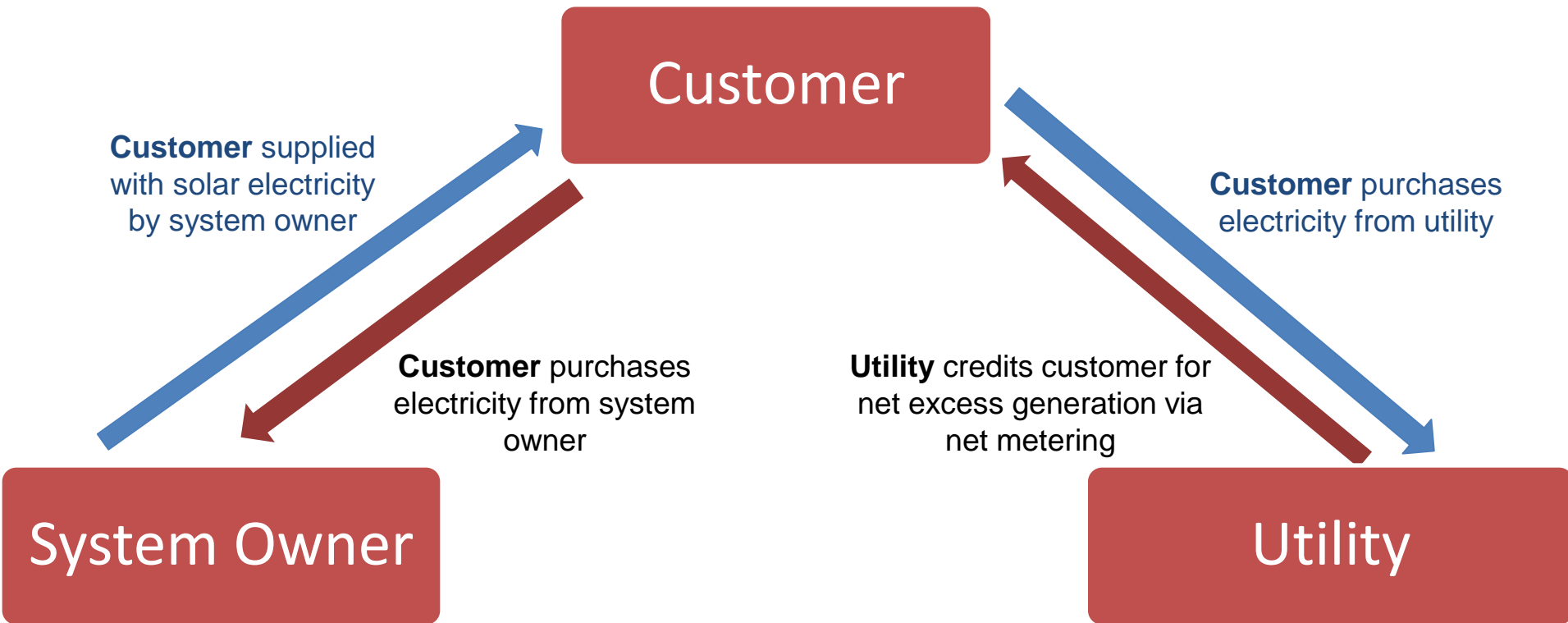
NCSU – College of Engineering

www.DSIREusa.org

Customer-Owned Generation (current option)

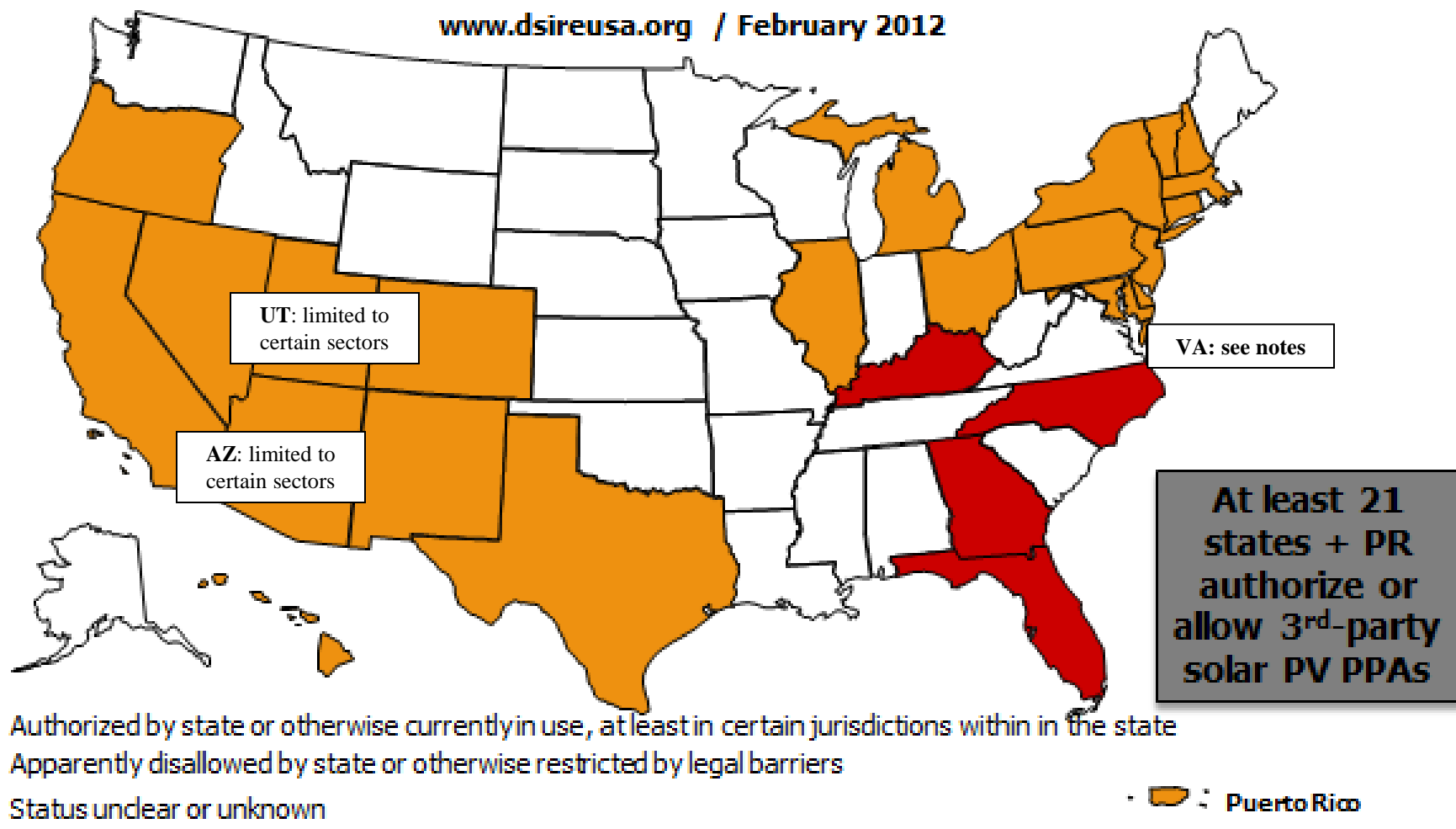


3rd Party Sales



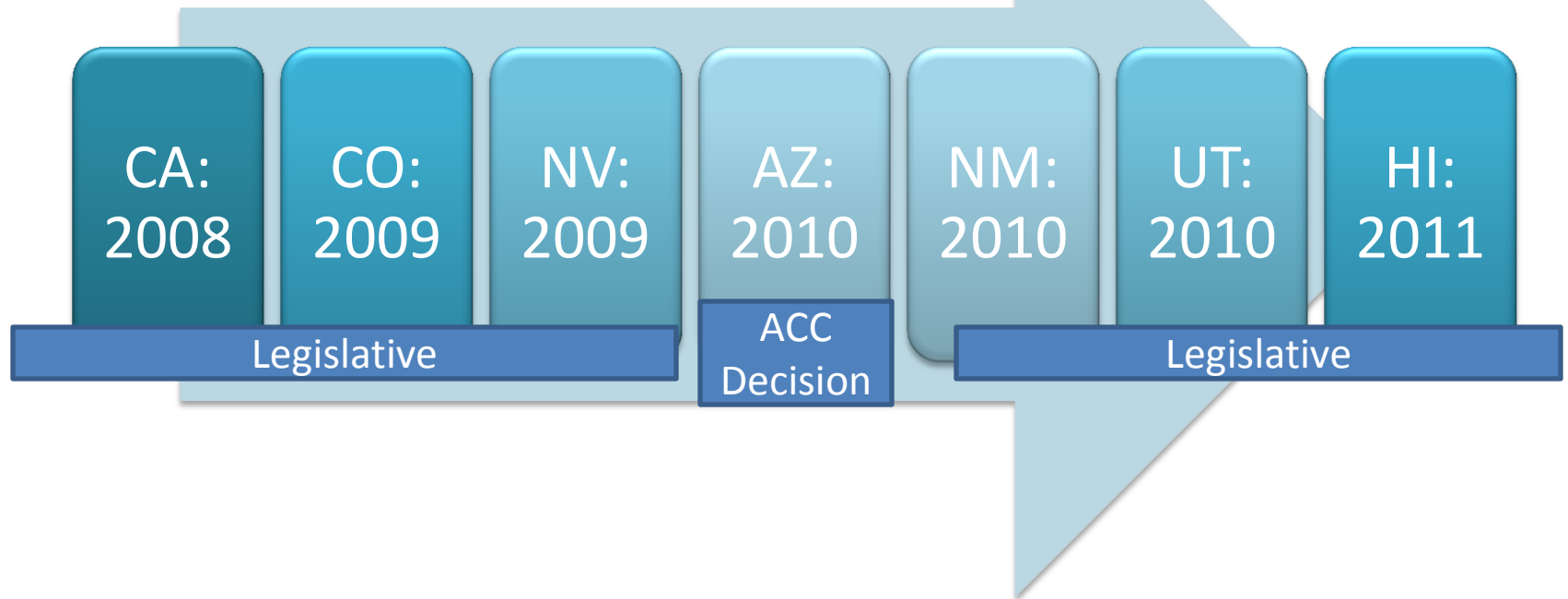
3rd-Party Clean Energy Power Purchase Agreements (PPAs)

www.dsireusa.org / February 2012



Note: This map is intended to serve as an unofficial guide; it does not constitute legal advice. Seek qualified legal expertise before making binding financial decisions related to a 3rd-party PPA. See following slides for additional important information and authority references.

Policy action required in traditionally regulated states to enable 3rd party sales



Over 70% of Solar Installed in California in 2012 is Third-Party-Owned

2012 Month	3rd-Party Owned			% 3rd Party	Contract Value		
	no	yes	Total		Cash	3rd-Party	Total
Jan	589	1393	1982	70.3%	\$17,887,940	\$49,787,086	\$67,675,027
Feb	524	1446	1970	73.4%	\$18,141,178	\$50,285,207	\$68,426,385
Total	1113	2839	3952	71.8%	\$36,029,119	\$100,072,293	\$136,101,412

2011 Month	3rd-Party Owned			% 3rd Party	Contract Value		
	no	yes	Total		Cash	3rd-Party	Total
Jan	726	633	1359	46.6%	\$28,745,591	\$24,666,689	\$53,412,281
Feb	610	402	1012	39.7%	\$21,605,141	\$15,208,381	\$36,813,522
Total	1336	1035	2371	43.7%	\$50,350,732	\$39,875,070	\$90,225,803

Compiled by SunRun using data from the California Solar Initiative

A Few Customers Buying Solar Power via 3rd Party Sales

Walmart 

KOHL'S
expect **great** things[®]

WHOLE
FOODS
MARKET


ANHEUSER-BUSCH
Companies

 macy's

Walgreens



at&t

BJS[®]
WHOLESALE CLUB

TOYS  US[®]

STAPLES[®]



 NORTH CAROLINA
Solar Center


McCormick[®]

NC STATE UNIVERSITY

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